

Message Text

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PAGE 01 STATE 105946 POSS DUPE
ORIGIN COME-00

INFO OCT-01 EB-07 ARA-10 USIA-15 ISO-00 /033 R

DRAFTED BY COM/BIC/QIM/RMUENZER
APPROVED BY EB/OCA/CM:SPHARRIS
COM/BIC/OIM/ANDEAN/TKBREWER, CMM
COM/BIC/OIM/EM/EOLSEN, AD
COM/BIC/OIM/CGENDREAU
COM/OED/JASPER
STATE/ECP/SRICHARDSON
STATE/USIA/MJASKIEWICZ
STATE/EM/CA/JJREILLY

-----110120Z 115116 /63

R 100026Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY BOGOTA
INFO AMCONSUL CALI
AMCONSUL BARRANQUILLA
AMCONSUL MEDELLIN

UNCLAS STATE 105946

E.O. 11652:N/A

TAGS: BEXP, CO

SUBJECT: FY 1977 2ND QUARTER CCP WCAG REVIEW

REF: BOGOTA UNCLASSIFIED 3209

1. THE WASHINGTON COMMERCIAL ACTION GROUP (WCAG) MET MONDAY MAY 1 TO REVIEW THE 2ND QUARTER FY 77 PROGRAM REPORT.
2. WCAG NOTED LARGE NUMBER OF ACTIONS IN VARIOUS CAMPAIGNS CALLING FOR SUBMISSION OF SPECIFIC NUMBER OF TRADE OPPORTUNITIES

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TUNITIES OR FOREIGN GOVERNMENT TENDERS AND QUESTION WAS RAISED WHETHER POST WAS INDEED GENERATING REQUIRED TRADE LEADS UNDER SPECIFIC CAMPAIGN ACTIONS. USDOC UNABLE TO CORRELATE TRADE OPPORTUNITIES RECEIVED WITH CAMPAIGNS. WCAG REQUESTED IN NEXT QUARTERLY REPORT NUMBERS OF CALLS MADE AND NUMBERS OF ACTUAL TENDERS AND OPPORTUNITIES SUBMITTED.

3. WCAG ALSO NOTED THAT IN MOST CCPS TARGETS SET ARE NUMBERS OF CALLS TO BE MADE TO ACCOMPLISH GOALS RATHER THAN

NUMBER OF TENDERS AND TRADE OPPORTUNITIES TO BE SUBMITTED. THIS APPROACH BEING USED SINCE SCHEDULED CALLS ARE EASILY QUANTIFIABLE WHILE THESE CALLS MAY OR MAY NOT RESULT IN REPORTABLE TRADE LEADS. SUGGEST POST CONSIDER THIS NEW APPROACH FOR FY 78 CCP AND BE PREPARED TO DISCUSS WITH CCP NEGOTIATORS DURING EARLY JUNE VISIT.

4. WITH CANCELLATION ENERGY SYSTEMS AND METALWORKING TRADE MISSIONS, LARGE AMOUNT MAN-DAYS FREED FOR OTHER PROMOTIONAL PURSUITS. ADVISE HOW POST PLANS REDIRECT THESE PERSONNEL RESOURCES. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 10-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: BIC/QIM/RMUENZER
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770165-0004
Format: TEL
From: STATE
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770573/aaaacllk.tel
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 BOGOTA 3209
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2580519
Secure: OPEN
Status: NATIVE
Subject: FY 1977 2ND QUARTER CCP WCAG REVIEW
TAGS: BEXP, CO
To: BOGOTA
Type: TE
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Review Markings:
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